



Hamilton Robinson Capital Partners

Along with the weather, the **competition among M&A independent boutiques is heating up, taking massive market share and fees away from the big banks**. According to a recent LIMRA survey, the majority of consumers would give up many other relationships and luxuries including their cell phone...to keep a good financial advisor. What you do day-in and day-out is of vital importance to the clients you serve. Below we've highlighted **some key indicators to benchmark your business, it's current activities and future strategies**.

- According to the latest Pepperdine 2016 Private Capital Markets Report **20% of business brokers did not close a deal in the last twelve months, 62% closed between one and five deals and 19% closed six or more transactions**.
- **16% of business listings/engagements terminated without transacting over the last twelve months** for business brokers and 35% of deals terminated without transacting for investment bankers.
- The average percentage of **final/selling price vs. the asking/benchmark price was 92%**.
- For transactions valued from \$5 to 50 million, the **largest industry segment was manufacturing, at 30%**. Business services along with construction & engineering both came in at 15% and information technology was at 11%.

We'd like to hear from you! What items here are the most interesting or meaningful? What could we focus on more? **Let us know what you'd like to see more of and drop us a quick email with your feedback and ideas.**

We'll leave you with a question, **which financial experts do investors have the most confidence in?** ([click](#) to reveal the answer).

ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners was founded in 1984 to invest directly in small, privately held manufacturing, distribution and service businesses. The firm has maintained its singular focus on this dynamic market to become a valued resource for equity capital and growth strategies for small businesses. Based in Stamford, CT, the firm has completed over \$1.3 billion in transactions supporting 48 companies. Investors include leading financial institutions, funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrcp.com.

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